

# 11<sup>th</sup> Annual Small Business Conference & Expo



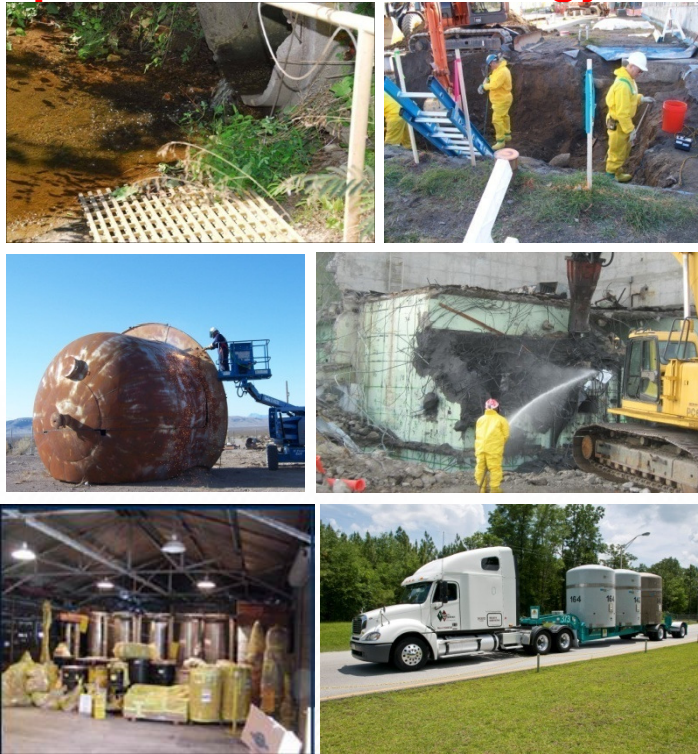
Ms. Cynthia V. Anderson  
Director, EM Recovery Act Program  
Office of Environmental Management  
U.S. Department of Energy  
May 10 -12, 2010  
Atlanta, GA

**USDOE'10**  
EMPOWERING SMALL BUSINESS

11<sup>th</sup> Annual Small Business Conference & Expo  
Georgia World Congress Center, Atlanta, GA. May 10-12, 2010

# EM Mission

**“Complete the safe cleanup of the environmental legacy brought about from five decades of nuclear weapons development, production, and Government-sponsored nuclear energy research.”**



- Largest environmental cleanup effort in the world, originally involving two million acres at 108 sites in 35 states
- Safely performing work
- In challenging environments
- Involving some of the most dangerous materials known to man
- Solving highly complex technical problems with first-of-a-kind technologies
- Operating in the world's most complex regulatory environment
- Supporting other continuing DOE missions and stakeholder partnerships



# Secretary Chu's Key Recovery Act Objectives



*"We will turn this time of economic crisis into an opportunity to build a clean, secure, and prosperous energy future for America...."*  
—Dr. Steven Chu, Secretary of Energy

- Start projects quickly
- Ensure projects have lasting value
- Provide public with unprecedented transparency
- Make a significant down payment on the Nation's energy and environmental future

# DOE Recovery Act Funding

<b>Department of Energy Program Office</b>	<b>Recovery Act (\$ Millions)</b>
Office of Energy Efficiency & Renewable Energy	\$16,800
Office of Science	\$2,000
Office of Electricity Delivery and Energy Reliability	\$4,500
Office of Fossil Energy	\$3,400
Office of Environmental Management	\$6,000
<b>DOE TOTAL (Excluding Loans)</b>	<b>\$32,700</b>
Office of the Chief Financial Officer - Technology Loan Guarantee	\$6,000
Power Marketing Administrations - Borrowing Authority	\$6,500
<b>DOE TOTAL (Including Loans)</b>	<b>\$45,200</b>

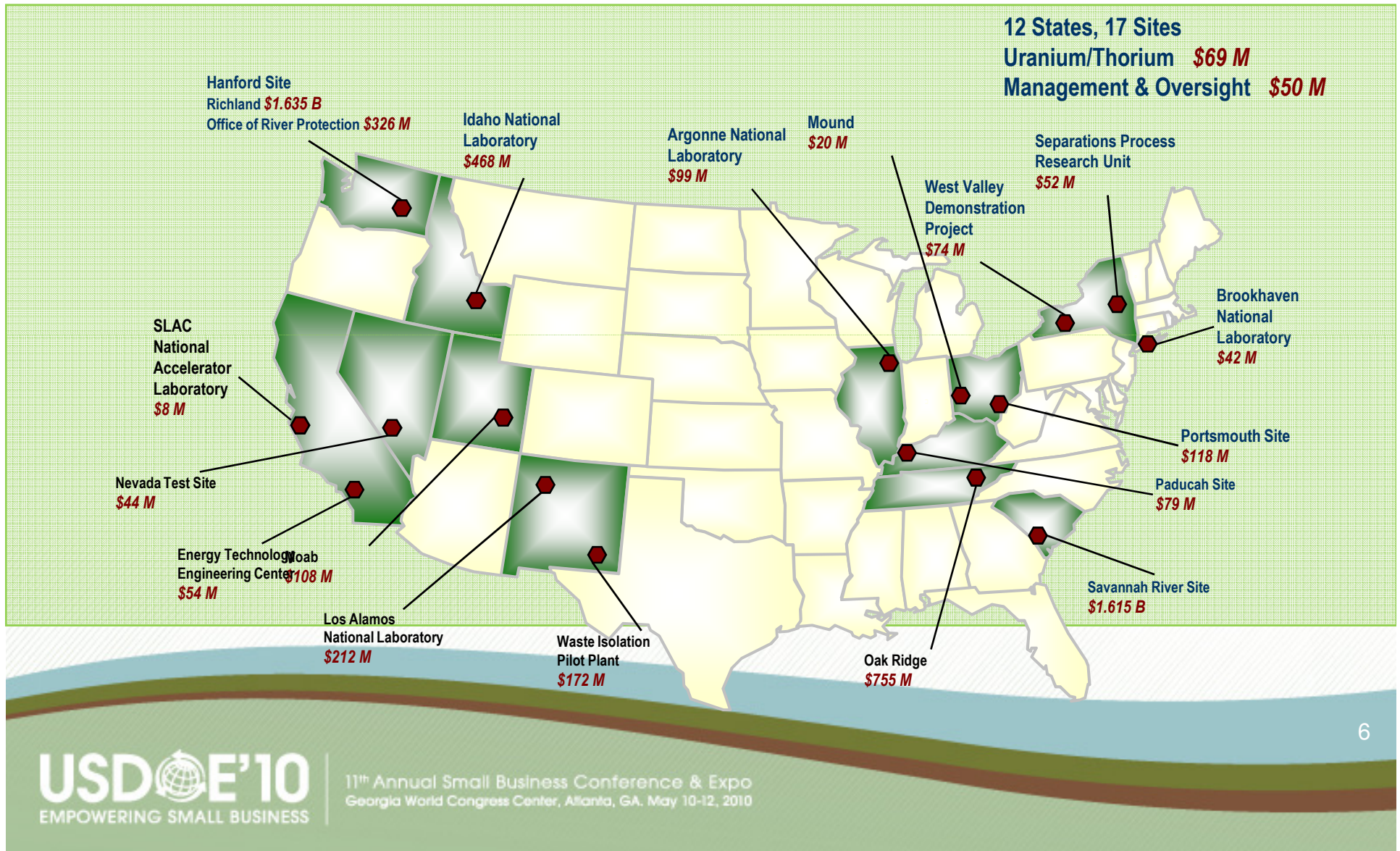
# EM Received \$6 Billion in Recovery Act Funding



- Directed towards existing scope that can most readily be accelerated
  - Soil and groundwater remediation
  - Radioactive solid waste disposition
  - Facility decontamination & decommissioning
- “Shovel-ready” projects
  - Fully-defined cost, scope, and schedule
  - Established regulatory framework
  - Proven technology
  - Proven performance
  - Existing contract vehicles
- Focus on EM completion and footprint reduction
- Recovery Act funding will accelerate approximately 48 compliance milestones

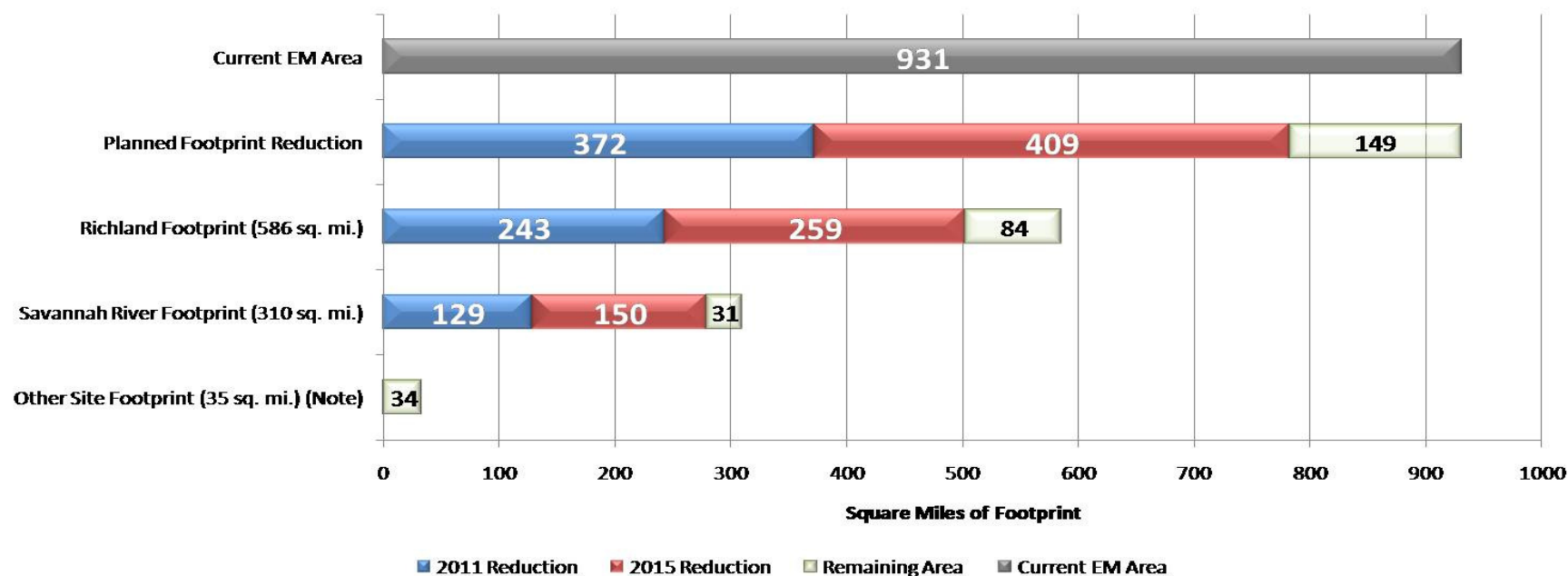


# \$6 Billion: A Winning Strategy in Communities Across the Country



# EM Footprint Reduction Goals

## 40% by FY 2011, ~90% by FY 2015%



- Total footprint under EM control includes both impacted and un-impacted areas (931 sq. miles).
- Total footprint reduction mileage includes cleanup performed by both base program and ARRA.
- Footprint reduction is assumed at time of physical completion of activities with petition for regulatory approval to follow.
- Footprint reduction does not mean the moving of site boundary fences.
- At the end of EM's mission, some property will require long term maintenance, but most will be available for beneficial reuse.
- FY 2015 footprint reduction goal assumes favorable funding profile.

Note: One square mile of footprint reduction planned for "other sites" by FY 2011.

# Recovery Act Funding Obligations and Outlaid at EM Sites

Site	Spend Plan	Obligated to Contracts	Outlaid to Date
Argonne National Laboratory	\$79,000,000	\$79,000,000	\$15,559,881
Brookhaven National Laboratory	\$61,855,000	\$61,855,000	\$26,615,288
ETEC	\$54,175,000	\$54,162,338	\$40,774,527
Hanford (Office of River Protection)	\$326,035,000	\$325,935,000	\$73,025,561
Hanford (Richland)	\$1,634,500,000	\$1,633,993,060	\$414,401,154
Idaho	\$467,875,000	\$423,775,000	\$166,546,741
Los Alamos National Laboratory	\$211,775,000	\$211,775,000	\$50,088,950
Moab	\$108,350,000	\$108,350,000	\$31,058,704
Mound	\$19,700,000	\$19,700,000	\$7,354,416
Nevada Test Site	\$44,325,000	\$44,325,000	\$19,607,906
Oak Ridge	\$755,110,000	\$591,027,078	\$167,117,672
Paducah	\$80,400,000	\$80,400,000	\$20,351,202
Portsmouth	\$119,800,000	\$119,800,000	\$34,038,806
Savannah River	\$1,615,400,000	\$1,589,320,058	\$511,660,681
SLAC	\$7,925,000	\$7,925,000	\$4,977,206
SPRU	\$51,775,000	\$51,775,000	\$13,193,573
WIPP	\$172,375,000	\$172,375,000	\$51,843,898
West Valley	\$73,875,000	\$73,875,000	\$19,967,112
Title X Uranium/Thorium Reimbursements	\$69,650,000	\$46,024,344	\$45,624,344
Management & Oversight	\$30,000,000	\$16,790,014	\$10,389,108
Unallocated	\$16,100,000	\$0	\$0
<b>Total</b>	<b>\$6,000,000,000</b>	<b>\$5,712,181,892</b>	<b>\$1,724,196,730</b>

Financial data are based on reporting as May 3, 2010, and are subject to change.



# Recovery Act Work Requires All Types of Skills

## DOE Headquarters

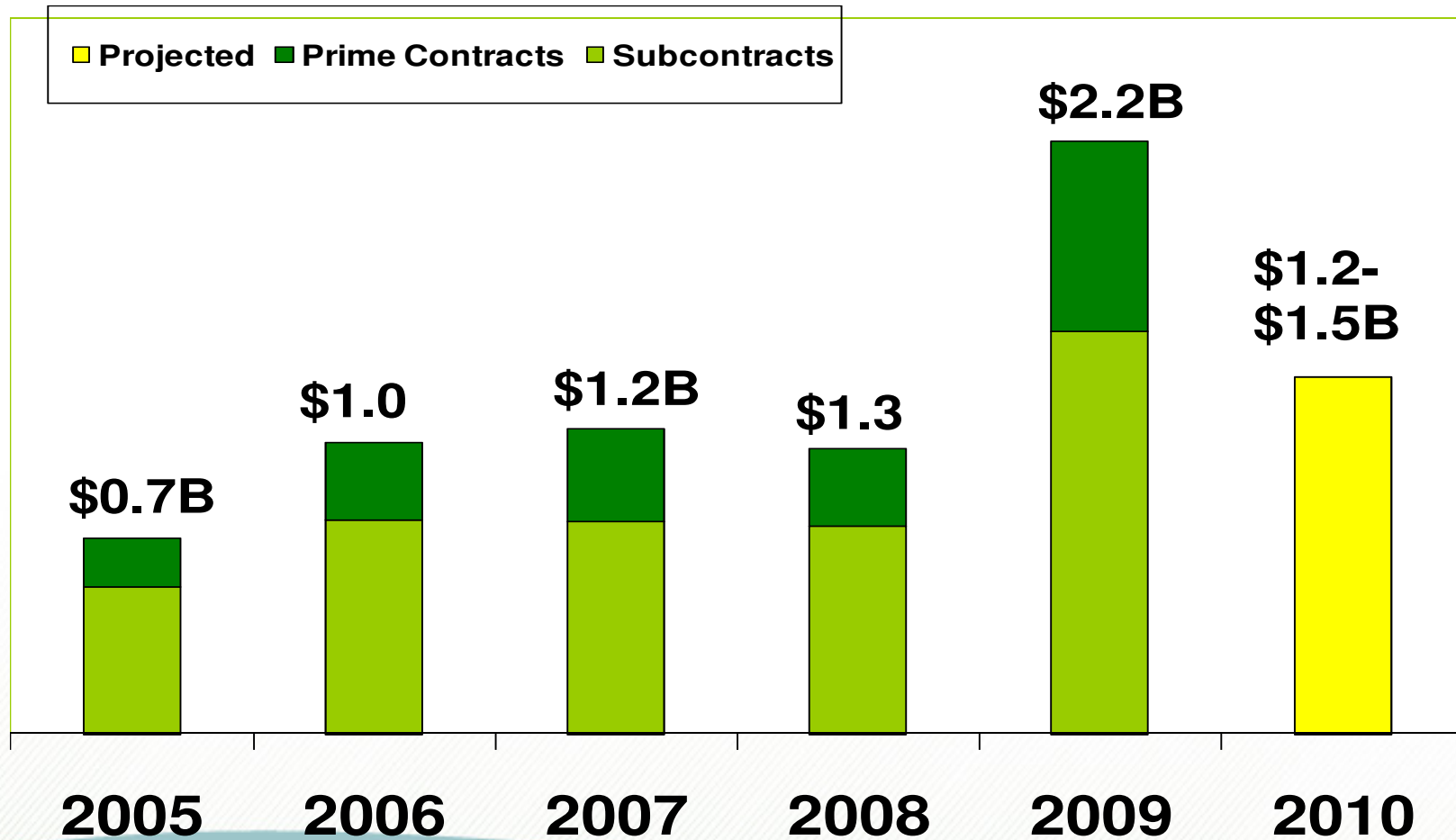
- Project Managers
- Contracting Specialists
- Project Engineers
- Chemical Engineers
- Safety and Quality Assurance Specialists
- Budget
- Administrative Assistants
- Strategic Planners



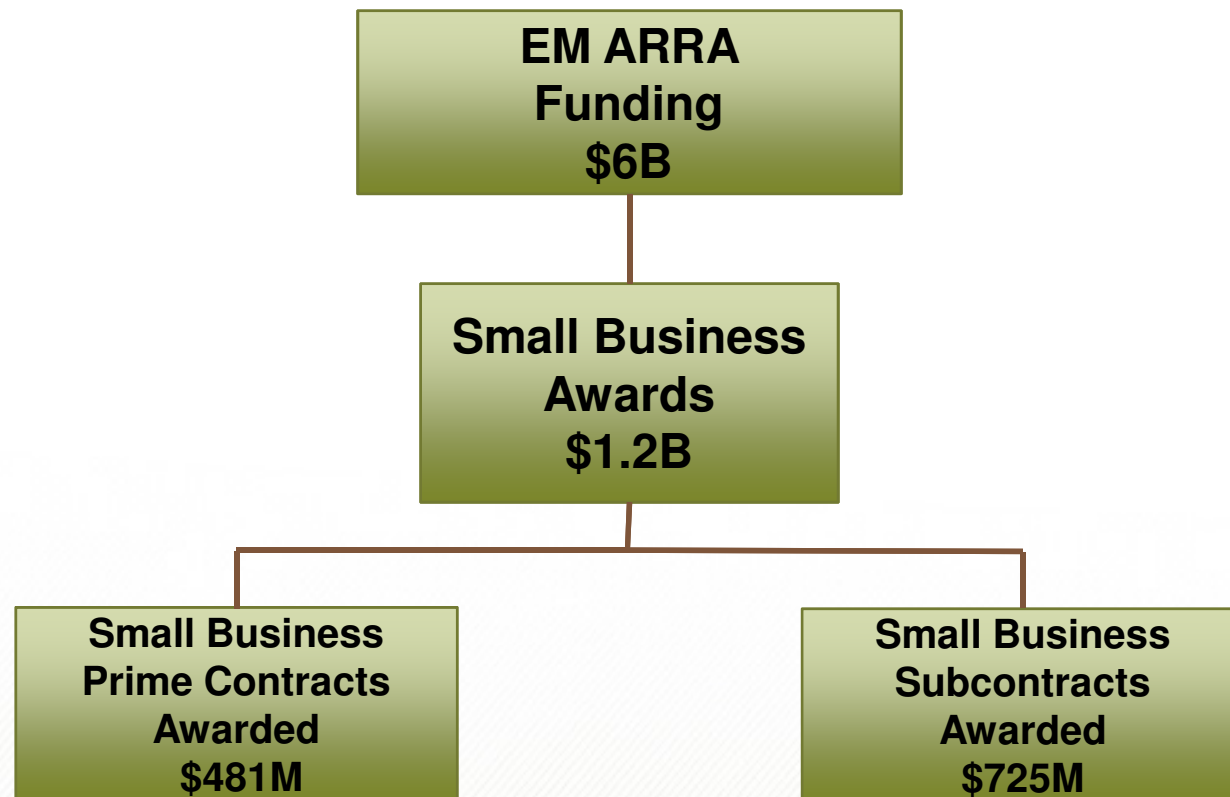
## Site Field Offices

- Project Managers
- Cost Estimators
- Schedulers
- Construction Engineers
- Heavy Equipment Operators
- Radiological Technologists
- Nuclear Safety Engineers
- Quality Assurance and Quality Control Engineers
- Truck Drivers
- Health Physics Technicians
- Earth Drillers
- Environmental Engineers
- Nuclear Waste Processing Operators
- Geologists

# EM Total Small Business Funding



# Recovery Act Funding Awarded to Small Businesses



Updated April 2009



# Success in Meeting Small Business Goals

- EM goals for small business are approximately 5%.
- Awarded over \$481M in Recovery Act funds to EM small business prime contractors.
- Awarded over \$725M in Recovery Act funds to small business subcontractors.
- Small business contracts continue to be awarded with Recovery Act funding.
- Small business contracts executing quite well!



A.J. Stockmeister employees perform preparatory work for asbestos abatement



DKM subcontractor installing electrical systems for construction field trailer

# DOE Small Business Programs

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- Small Business Innovation Research and Small Business Technology Transfer Programs
  - Interacts and supports small business and women minority-owned enterprises
  - Designed to foster the development of innovative new technologies
  - Provides open access to a web-based Technical Assistance Portal to increase the award success rate of small businesses
  - Emphasizes DOE's commitment to developing near-term, clean energy technologies

# EM Small Business Program Specialists

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EM Small Business Program Managers are ready to assist you in Booth 305

## HEADQUARTERS:

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**SRS:** Parodio Maith, (803) 952-9487  
[parodio.maith@srs.gov](mailto:parodio.maith@srs.gov)



# Small Business Opportunities

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- Increase Small Business Participation through
  - Exploring new ways to facilitate small business participation
  - Developing mechanism to assist small business through State and Regional Finance Development Organizations

For small business information and opportunities contact  
Ms. Brenda Degraffenreid at:  
[brenda.degraffenreid@hq.doe.gov](mailto:brenda.degraffenreid@hq.doe.gov) or (202) 586-4620

For stakeholder and regulator information contact  
Ms. Melissa Nielson at [melissa.nielson@em.doe.gov](mailto:melissa.nielson@em.doe.gov) or  
David Borak at [david.borak@em.doe.gov](mailto:david.borak@em.doe.gov)

# DOE HBCU Programs

## Current Partnerships and Programs

### EM Memorandum Of Understanding and Grants - Nine HBCUs

- Support for the development of academic, research, and career training programs
- Funding :
  - One-year grants totaling just under \$9 million
  - Ability to apply for extensions/follow on proposals
  - Full funding period expected to run for three years
- Past HBCU grants have supported environmental cleanup research and fieldwork. This program creates a broader future workforce development relationship.
  - Grants to provide students with a unique opportunity to integrate course work, DOE field work, and laboratory and applied research work at the respective HBCUs
  - Potential for students to enter into DOE's Career Internship Program as well as other employment

#### HBCUs – SC (8) & GA (1)

- Allen University
- Benedict College
- Claflin University
- South Carolina State University
- Clinton Junior College
- Denmark Technical College
- Voorhees College
- Morris College
- Paine College

# Learn More About the EM Recovery Act Program



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SEARCH  GOV

 U.S. DEPARTMENT OF ENERGY

SCIENCE & TECHNOLOGY ENERGY SOURCES ENERGY EFFICIENCY THE ENVIRONMENT PRICES & TRENDS NATIONAL SECURITY SAFETY & HEALTH

RECOVERY AND REINVESTMENT

You are here: DOE Home > Recovery and Reinvestment > Ask an Expert: DOE Recovery Act Clearinghouse

 RECOVERY.GOV [Printer-Friendly](#)

**Ask an Expert: DOE Recovery Act Clearinghouse**

The purpose of the DOE Recovery Act Clearinghouse is to help increase the availability of information about DOE's American Recovery and Reinvestment Act of 2009 (ARRA) activities. The Clearinghouse will provide initial consultations, and also make referrals when appropriate to other information sources (websites, documents, DOE staff, etc).

You can [contact us](#) with your questions using our submittal form, by calling our toll-free number: 1-888-DOE-RCVY (1-888-363-7289), or browse our list of frequently asked questions. Media inquiries should be directed to the [DOE Press Office](#).

**FREQUENTLY ASKED QUESTIONS**

**Funding Opportunities**

- [How do I find out about the funds available from DOE?](#)
- [When will funds become available?](#)
- [What types of funding are available from DOE?](#)
- [How do I apply for a grant from DOE?](#)
- [How do I apply for a contract from DOE?](#)
- [How do I apply for a loan guarantee from DOE?](#)

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A Message from the Secretary

Communications, Plans & Reports

Funding Opportunities

Tax Breaks

**Ask an Expert: DOE Recovery Act Clearinghouse**

Popular Topics

Contact Us

## EM Recovery Act Program Office

<http://www.em.doe.gov/emrecovery>

Email: [EMRecovery@em.doe.gov](mailto:EMRecovery@em.doe.gov)

Phone: 202-586-2083

## DOE Recovery Act Clearinghouse

<http://RecoveryClearinghouse.energy.gov>

Email: [RecoveryClearinghouse@hq.doe.gov](mailto:RecoveryClearinghouse@hq.doe.gov)

Phone: 1-888-DOE-RCVY



# Things Small Businesses Should Consider When Responding to Request for Proposal (RFPs)

- Read the RFP through carefully and make two checklists as follows:
  - One checklist that identifies all of the necessary documentation that should be submitted, such as agreements, past experience forms, number of copies of the proposal, etc.
  - Second checklist of what requirements need to be addressed or responded to in your proposal such as due date, capabilities, strategies, etc.

# Continuation of Things Small Businesses Should Consider

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- Pay particular attention to Section C, L, & M
  - Section C provides detailed scope of work
  - Sections L & M are used by proposal rating team to evaluate proposal
    - make sure every required item is addressed in your response to proposal
    - use professional proposal writer if possible  
(proposals often have page limitation requirements)

# Continuation of Things Small Businesses Should Consider

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- Review project website to obtain background information
  - obtain copies of approved documents that are similar to those required by RFP.
- Provide a detailed basis of estimate that outlines how your company is going to address all of the work required under the RFP.
- Ask questions – all RFPs allow offerors to ask questions formally; ask questions to clarify specifics of the RFP so that your response to the RFP has the best chance of being considered.



# Continuation of Things Small Businesses Should Consider

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- Don't be afraid of asking for an extension to the due date.
  - But be sure to provide a good and valid reason for the extension request; and don't ask too early or too late (1 – 2 weeks before the deadline is reasonable).
- If you are not awarded a contract
  - ask for a de-briefing
  - ask what the shortcomings were in your proposal that caused it not to be selected
  - listen to the response to improve future submissions

# In Conclusion

- **Provide information in requested form and format to meet criteria specified**
  - *Tip:* Do not wait until the last minute to prepare special types of documents or formats, especially if you need help in preparing them.
- **Prepare proposal to demonstrate understanding of the problem and articulate your solution**
  - *Tip:* Your goal is to gain the confidence of the review team that your offer is superior to the competition and your company is capable of completing the job to their satisfaction.
- **Demonstrate your company's qualifications to successfully complete the job**
  - *Tip:* Provide documentation including testimonials to help reassure proposal reviewers of your company qualifications.